

Message Text

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ACTION COME-00

INFO OCT-01 NEA-11 ISO-00 EB-08 TRSE-00 CIAE-00 INR-10

NSAE-00 /030 W

-----042137 081411Z /41

R 081214Z MAY 78

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 3625

INFO AMEMBASSY CAIRO

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

UNCLAS DOHA 615

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJECT: DEC 78 ELECTRICAL ENERGY SPECIALIZED TRADE MISSION

REF: STATE 51774

FOLLOWING KEYED TO REFTEL:

1. A. DOHA ONLY. THREE WORKING DAYS.

B. ALL PRODUCTS IN ELECTRICAL ENERGY FIELD. EMPHASIS TO BE PLACED ON SMALLER RATHER THAN LARGE INSTALLATIONS. GENERATOR SETS. TRANSMISSION EQUIPMENT, SWITCHGEAR, PORTABLE GENERATORS, SUBSTATIONS, HOME AND OFFICE INSTALLATIONS, CABLES, FIXTURES.

C. RELIABLE DETAILED STATISTICS UNAVAILABLE. GOQ KEEPS STATISTICS IN THREE MAIN CATEGORIES:

(1) ELECTRIC CABLE AND WIRE: TOTAL IMPORT VALUE \$18.2 MILLION, U.S. SHARE \$20,000.

(2) ELECTRIC MACHINES (INCLUDING GENERATORS, SUBSTATION EQUIPMENT, 35:); TOTAL IMPORT VALUE \$23.2 MILLION, U.S. SHARE \$456,000.

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(3) BATTERIES: TOTAL IMPORT VALUE \$405,000, U.S. SHARE \$0.00.

NO STATISTICS AVAILABLE ON VALUE OF LARGE INSTALLATIONS BROUGHT IN UNDER GOVERNMENT SEAL FOR MAJOR PROJECTS.

D. IMPORT DUTIES: TARIFFS LEVIED AT RATE OF 2.5 PERCENT AD

VALOREM IN CIF VALUE. PRICING FACTORS: LOCAL QGENTS REQUIRED FOR ALL SALES IN PUBLIC AND PRIVATE SECTOR EXCEPT FOR INDIVIDUALLY DESIGNATED QUOTE DEVELOPMENT PROJECTS UNQUOTE. STANDARD AGENTS FEES. TRADE RESTRICTIONS:BOYCOTT OF SOUTH AFRICA, RHODESIA AND ISRAEL.

CURRENCY RESTRICTIONS: NONE.

E. MAJOR FOREIGN COMPETITION;U.K., WEST GERMANY, ITALY, FRANCE, JAPAN--ALL MAJOR PRODUCERS.

F. NONE

G. CONTINUING ELECTRICICATION PROJECTS INCLUDING
(1) RAS ABU FONTAS POWER PLANT EXTENSIONS: \$543 MILLION
(2) 66/132 KW GRID: \$231 MILLION
(3) LOCAL ELECTRICICATION (229 VOLT) PROJECTS (TOWNS): \$136 MILLION
(4) RAS ABU ABUD POWER PLANT EXTENSIONS: \$84 MILLION
(5) UMM SAID CITY ELECTRIFICATION: \$46 MILLION
(6) STREET/ROAD LIGHTING: \$12 MILLION
(7) OTHER SMALLER PROJECTS: \$38.6 MILLION ALLOCATIONS FOR MAJOR PROJECTS IN 1978 BUDGET: (1) RAS ABU FONTAS: 96.2 MILLION; (2) 66/132 KW GRID \$58.2 MILLION; (3) LOCAL ELECTRIFICATION \$30.4 MILLION; (4) TOTAL: \$224 MILLION.

H. NONE

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I. NONE

2. A. PARTICIPANTS MUST HAVE VISAS BEFORE ARRIVAL. CAN BE OBTAINED THROUGH QATAR EMBASSY IN WASHINGTON OR U.N. MISSION CG IN NEW YORK.

B. SINGLE ROOMS AT GULF HOTEL: \$85 PER NIGHT. SUITE FOR MISSION DIRECTOR: \$185 PER NIGHT. SUGGEST ADDITIONAL SUITE FOR BIC.

C. LANGUAGE REAQUIREMENTS: ENGLISH ONLY NECESSARY, ARABIC HELPFUL.

D. INTERPRETER TRANSLATOR: NOT NECESSARY. EMBASSY CAN PROVIDE NEEDED SERVICES.

E. LOCAL PHOTOGRAPHER: AVAILABLE, \$300.

F. AMBASSADOR WILL HOST RECEPTION AT HIS RESIDENCE. PAST MISSIONS HAVE ALSO BEEN GIVEN SEPARATE RECEPTION BY QATAR CHAMBER OF COMMERCE AT NO COST TO MISSION.

G. TELEX, TELEGRAPH AND LONG DISTANCE TELEPHONE SERVICES

AVAILABLE AT GULF HOTEL. SECRETARY/RECEPTIONIST AVAILABLE AT
\$35 PER DAY.

3. A. EMBASSY MUST HAVE NAMES OF PARTICIPANTS AND THEIR FIRMS
AT LEAST THREE MONTHS IN ADVANCE OF ARRIVAL OF MISSION.

B. MISSION WILL BE RESPONSIBLE FOR COST OF ALL RESERVED ROOMS
WHETHER USED OR NOT (I.E., IF MEMBERS OF MISSION CANCEL ON
SHORT NOTICE, EMBASSY WILL NOT, RPT NOT, ABSORB COSTS ASSESSED
BY HOTEL).

C. ANY LAST MINUTE ADDITIONS TO MISSION WILL HAVE TO TAKE POT
LUCK ON ROOMS. WE CANNOT GUARANTEE THAT WE CAN GET ANY ROOMS WITH
LESS THAN THREE-MONTH LEAD TIME.
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D. REPRESENTATION COSTS ARE EXTREMELY HIGH. FIGURE HOSPITALITY
BUDGET TO BE AT LEAST TWICE NORMAL. (CATERED BUFFET FOR PREVIOUS
MISSION RECEPTION RAN IN EXCESS OF \$1500 WITHOUT COST OF LIQUID
REFRESHMENTS.)
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